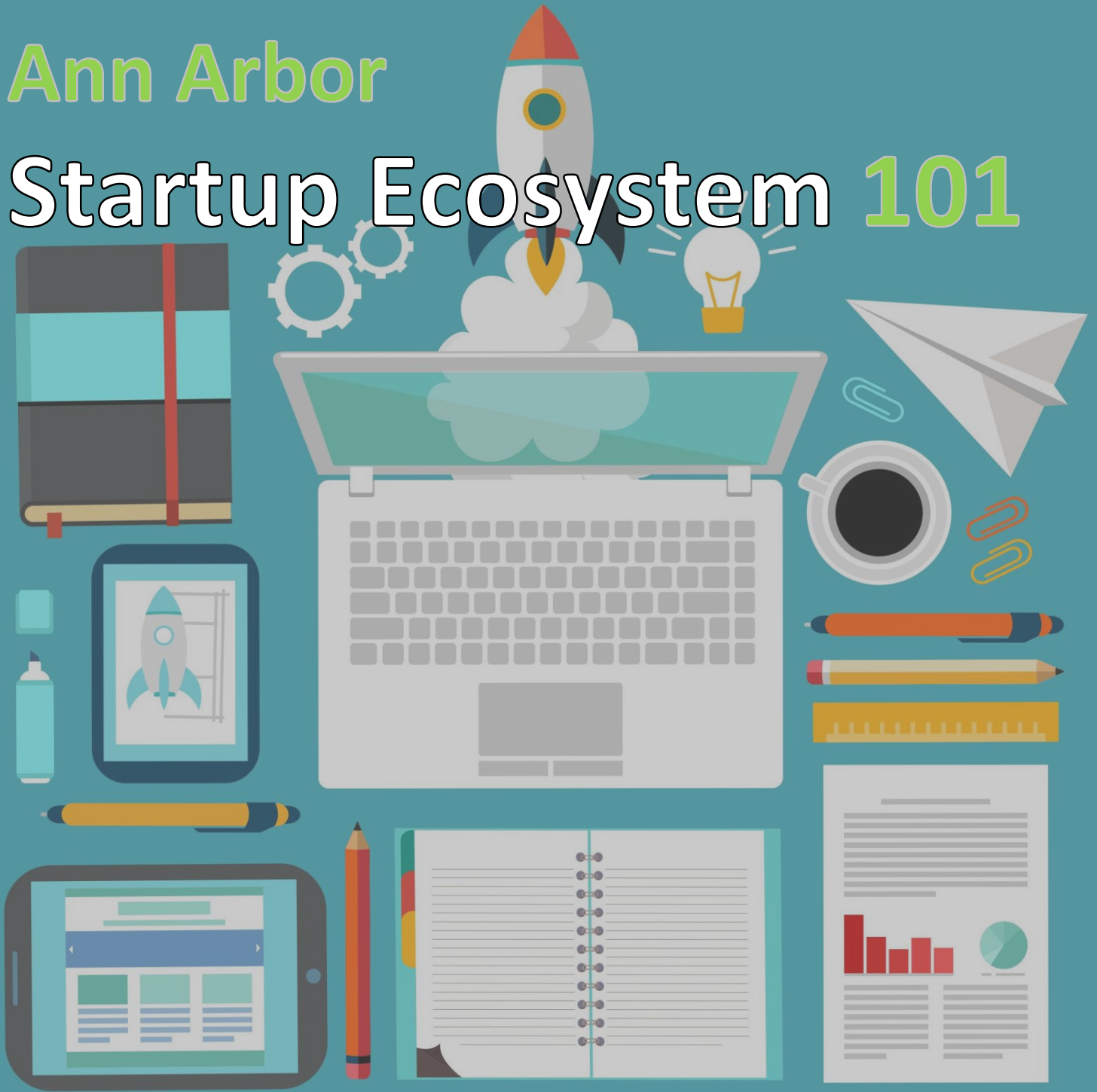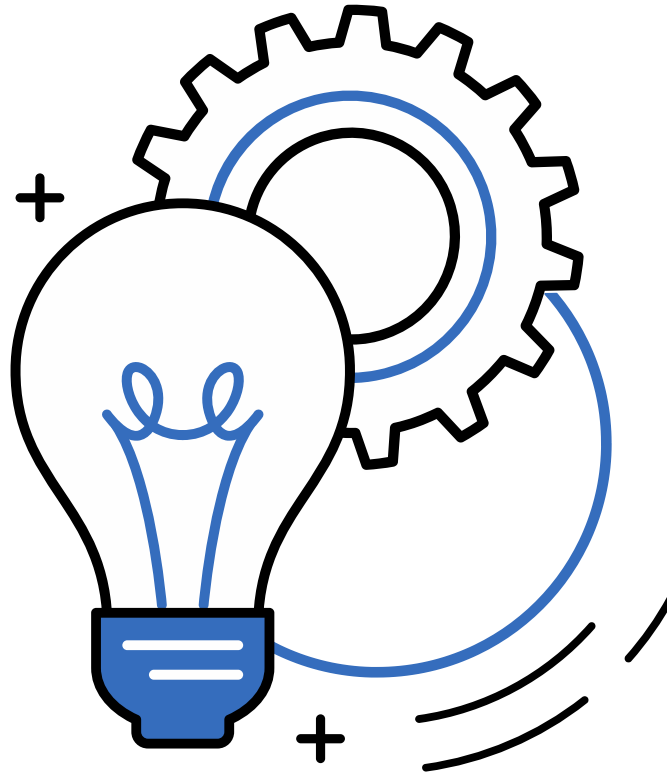# Ann Arbor
Startup Ecosystem 101

Winter 2022/2023

Ann Arbor is home to hundreds of startups.

Over the past few years, the region's entrepreneurial ecosystem has evolved significantly with some of the fastest-growing companies ranging from tech to healthcare to mobility.

At Ann Arbor SPARK, a regional economic development organization, we provide resources to startups looking for that edge to help them achieve success. Whether you're an entrepreneur, investor, a job seeker, or just interested, there's something for you here.

CONTENTS

1

2022 Best Places to Live for Families
Fortune

2022 Most Educated Cities in America
WalletHub

2

2022 Best Places to Live in the U.S.
Livability

3

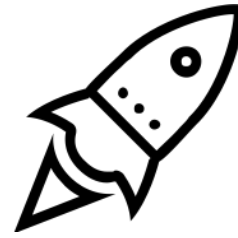2022 Best U.S. Cities for Remote Workers
Teamwork

"Ann Arbor is still buoyed by a truly exceptional research university, a multi-billion- dollar recent exit with Duo Security, and a slew of encouraging financing rounds, many in the towns' core strength of cybersecurity."

Key takeaways excerpt from M25 "2020 Best of the Midwest: Startup Cities Rankings"

Ann Arbor = STARTUP CITY

ANN ARBOR
SPARK

Ann Arbor's
STARTUP CULTURE

Having some of the earliest roots of the Internet seeded in Ann Arbor paved the way for a strong computer science and cybersecurity curriculum at the University of Michigan. These well-equipped students became highly sought-after talent in the strong startup culture that Ann Arbor nurtures.

Read more about the history of startups in [Ann Arbor: A Primer on Ann Arbor's Tech History](#)

Today, a robust startup culture has emerged in Ann Arbor, represented by the numerous meetups, student groups, and events dedicated to connecting and growing the entrepreneurial ecosystem.

Student Groups, Meetups, and Events

Organized events and student groups can bring diverse people together to share ideas and create something new. One example of this is [MHacks](#), a semiannual student-run hackathon held by the University of Michigan. The 36-hour event brings students from across the world to develop creative solutions with the latest technology, including both software and hardware-based solutions.

Outside the University, the collaboration continues through a range of tech-related meetups that can be found on [Made in A2's Community page](#). One meetup worthy of checking out is [A2 New Tech](#). Every month, three to five startups pitch their products.

Ann Arbor SPARK also curates a range of public and invite-only events designed to inform and encourage entrepreneurship. From casual networking events to strategic workshops, these events help entrepreneurs engage with like-minded individuals and develop everything from their soft skills to their business acumen while cultivating camaraderie and collaboration across the ecosystem. A full list of [upcoming events](#) is available on the SPARK website.

May Mobility is a leader in autonomous vehicle technology development. The company originated in a class at the University of Michigan and now globally deploys sustainable shuttles that complement today's public transportation options.

Origin: Co-founder and CEO Edwin Olson was a professor at the University of Michigan and an alum of autonomous driving efforts at both Toyota Research and Ford.

Location: Headquartered in Pittsfield Township, south of downtown Ann Arbor, with international satellite offices.

Employees: 100+

Startup Spotlight: May Mobility

maymobility.com

Notable Ann Arbor STARTUPS

Numerous startups have scaled in Ann Arbor over the years. The following companies started here and have since been acquired, gone public, or raised significant outside funding.

Company (Acquirer)	Description
Arbor Networks (NETSCOUT)	Arbor Networks was founded in 2000 by University of Michigan graduates sponsored by DARPA, Cisco, and Intel. In 2015, the network security and monitoring software company was acquired by NETSCOUT and maintains an office with more than 150 employees in Ann Arbor.
BD Accuri (BD)	Accuri Cytometers developed a low-cost microflow cytometer that broadened the availability of this technology to healthcare providers. The company was purchased by Becton, Dickison and Company in 2011 for more than $200 million.
Celsee Diagnostics (Bio-Rad)	Founded in 2011, Celsee Diagnostics offers a practical, scalable, and efficient approach to accurately analyze single cells. The company was acquired by California-based Bio-Rad in 2020 and maintains its office of more than 50 employees in Ann Arbor.
Duo Security (Cisco)	Duo was founded in 2009 by graduates of the University of Michigan. In 2018, Cisco acquired the multifactor authentication cybersecurity company for $2.35 billion making it the region's first unicorn. Duo's operations remain focused in Ann Arbor and Detroit.
Deepfield (Nokia)	Deepfield was founded in 2011 to provide cybersecurity solutions that cover IP network intelligence, analytics, and distributed denial of service (DDoS) security. The company was acquired by Nokia in 2016 and continues to grow in Ann Arbor.
Esperion Therapeutics	Esperion was founded in 1998 and develops non-statin therapies for lowering LDL cholesterol. Esperion has been a publicly traded company since 2013 and is listed on the NASDAQ Global Select Market under the symbol ESPR.
HandyLab (BD)	HandyLab developed novel clinical diagnostic testing products to improve infectious disease testing, and utilized technology developed at the University of Michigan. HandyLab received early stage funding from a variety of investment partners and was ultimately sold to Becton Dickinson for a reported $300 million in 2009.
HealthMedia (Johnson & Johnson)	HealthMedia was created in the early 2000s to provide online health coaching and was acquired in 2008 by Johnson & Johnson. A University of Michigan spin out, the company had $20 million in annual revenue at the time of acquisition.
LLamasoft (Coupa)	LLamasoft was launched in 1998 with an idea to help companies design and redesign their supply chains. Infused with capital through Invest Detroit and TPG Capital, LLamasoft now has nearly 500 employees focused on optimizing supply chains. It was acquired in 2020 by Coupa, creating the Ann Arbor region's second unicorn.
Sakti3 (Dyson)	Sakti3 was developed by a group of technologists at the University of Michigan to produce a better solid-state battery. With investment from Kholsa Ventures and others, the company was ultimately purchased by Dyson for a reported $90 million.
Truven (IBM Watson)	Truven originated as a healthcare data and analytics company to help hospitals, employers, insurance companies, government agencies, life sciences companies, and policymakers make informed decisions. In 2016, IBM Watson acquired Truven as a part of its focus to expand its healthcare data science focus.
Quantum Signal (Ford)	Quantum Signal, a technology spin-off from the University of Michigan, grew in Ann Arbor before establishing its headquarters in Saline, Michigan. The company, which provides technical work for autonomous and other vehicle systems, was acquired by Ford in 2019.

SpellBound uses augmented reality to improve the experience of pediatric patients who are facing medical procedures and stays at hospitals. Its products are used in top hospitals across the United States as well as globally in countries like Kenya and Japan.

Origin: Founder Christina York, a user experience expert, was inspired after facing unnecessary sedation for her own children during medical procedures.
Location: Graduated from SPARK Central incubator to space in downtown Ann Arbor.
Employees: 5+

Startup Spotlight: SpellBound

+ Company

ECOSYSTEM

Regional Technology
COMPANIES

Ann Arbor's startup ecosystem is supported by more than 370 established technology companies throughout Washtenaw County. The largest sub-sectors are those related to network security, logistics, and consumer products and services. An additional 450 tech companies are small firms or startups with fewer than five employees.

SAMPLE OF ANN ARBOR TECH COMPANIES

Company Name	Company Description	Employees
Thomson Reuters	Finance software	1,300+
IBM Watson Health	Healthcare software and databases	700+
ProQuest	Data and information	600+
Nexient	Agile software development	400+
Duo Security (acquired by Cisco)	Multi-factor authentication	400+
Google AdWords	AdWords headquarters	400+
LLamasoft (acquired by Coupa)	Supply chain management software	300+
Barracuda Networks, Inc.	Network security	200+
KLA Corporation	Electronics hardware	175+
TD Ameritrade	Finance software	175+
NETSCOUT	Network security	160+
ITHAKA	Education software	145+
Groundspeed Analytics, Inc.	Insurance software	90+
DaySmart Software	Business management software	80+
Clinc Inc.	Conversational AI platform	75+
Nokia-Deepfield	Cloud/content scale and management	75+
Criteo	Advertising software	75+
The Forge by Accenture Industry X.0	Software development consulting	75+
SkySpecs, Inc.	Autonomous aerial vehicle software	75+
Censys, Inc.	Cybersecurity	60+
Quantum Signal AI (acquired by Ford)	Intelligence sensing and data analysis	40+
Human Element, Inc.	E-commerce strategy, design, and development	30+
AdAdapted, Inc.	Advertising software	30+
Nutshell	Business management software	20+
Zomedica Corp.	Veterinary R&D	20+
Genomenon, Inc.	Genetics database management software	15+
Workit Health, Inc.	Telemedicine and digital healthcare	10+
IndustryStar Solutions LLC	Supply chain management software	10+
Saganworks Inc.	Database management software	10+
Universal Robots	Collaborative robotics	10+
Dynamo Metrics Inc.	Data science for local governments	5+

ANN ARBOR
SPARK

SkySpecs automates the operation and maintenance of wind turbines for the wind energy industry. Its products range from autonomous drones conducting blade inspection to analytical asset management. The company has conducted more than 56,000 inspections and has clients in over 26 countries.

Origin: Founded in 2012 by five University of Michigan engineering students: Danny Ellis, Tom Brady, Jonathan Bendes, Ryan Morton, and Samuel DeBruin.
Location: Headquartered in downtown Ann Arbor with a satellite office in Amsterdam.
Employees: 75+

Startup Spotlight: SkySpecs

Regional Mobility
STARTUPS

The Ann Arbor region has a strong automotive industry sector. More than 120 automotive firms are in Washtenaw County. The largest sectors are those related to component manufacture and research.

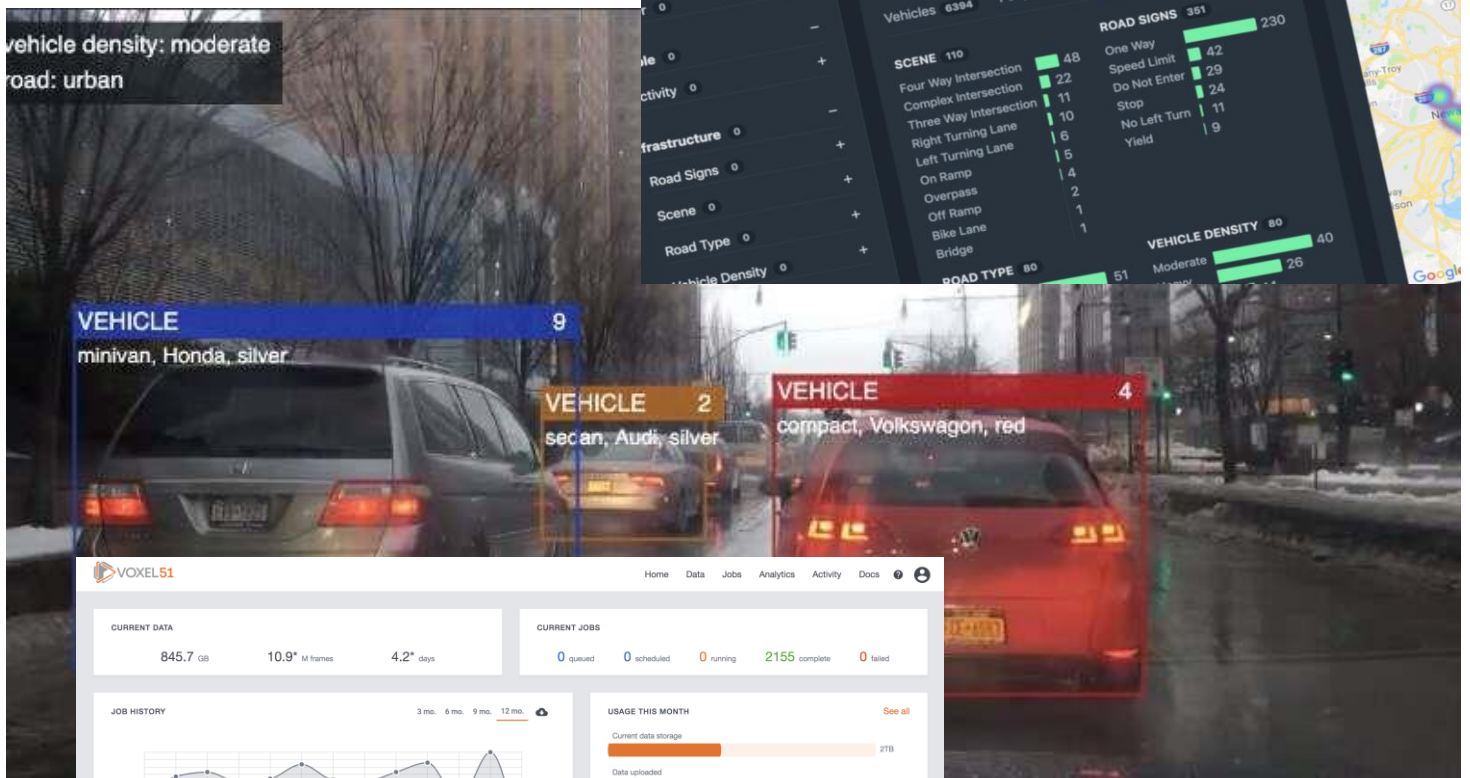## SAMPLE OF ANN ARBOR MOBILITY STARTUPS

Company Name	Company Description	Employees
May Mobility	Autonomous shuttle design and assembly	115+
SkySpecs	Autonomous aerial vehicle software	75+
Accenture Industry X.0 (at the Forge)	Embedded systems software	75+
AVL Ann Arbor Technical Center	Battery, electric, hybrid, and alternative fuel R&D	60+
Condat Corporation	Automotive component manufacturing	50+
Phoenix Contact	Industrial automation and electrical engineering	50+
Quantum Signal AI (acquired by Ford)	Intelligence sensing and data analysis	40+
New Eagle	Mechatronics controls software	25+
Nostrum Energy	Combustion cycle and injection technology	20+
Navya Technology	Autonomous shuttle design and assembly	15+
IndustryStar	Supply chain management software	10+
Refraction AI	Delivery robots	10+
SimuQuest	Embedded systems software	10+
FreightRoll LLC	Freight marketplace	5+
Autaza	Artificial intelligence industrial quality control products	2+
Yandex -Self Driving Cars	Autonomous vehicle systems	2+

Voxel51 is a machine learning company that uses artificial intelligence to turn video into actionable data for cars and other uses. The company has raised millions in venture capital and continues to grow in Ann Arbor.

Origin: Founded by University of Michigan EECS professor Jason Corso and alumnus Brian Moore.
Location: Downtown Ann Arbor
Employees: 5+

Startup Spotlight: Voxel51

Regional Life Science
STARTUPS

There are approximately 280 life sciences firms in the Ann Arbor region with more than 40 of them located at MI-HQ — a 160,000-square-foot premier biotech incubator and wet lab facility. Throughout the area, the largest sectors are those related to medical device manufacturing and pharmaceutical development while CROs, software development, prototyping, and other service providers are also abundant. Michigan Medicine's Innovation Center and Eastern Michigan University's Coatings Research Institute also partner with life science firms to develop innovative solutions.

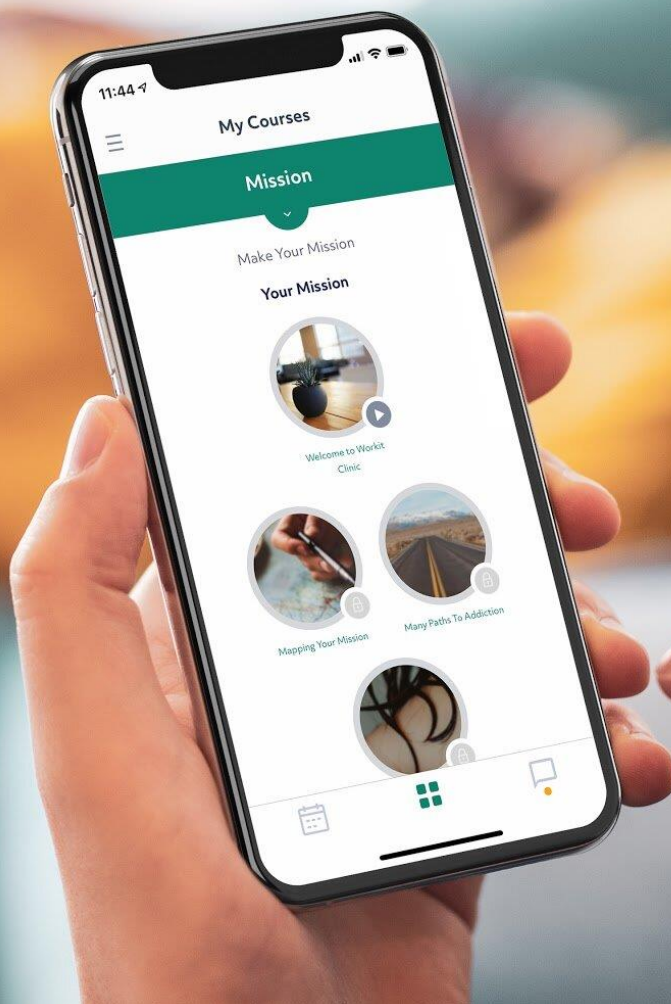## SAMPLE OF ANN ARBOR LIFE SCIENCE STARTUPS

Company Name	Company Description	Employees
Terumo Cardiovascular Group	Cardiovascular medical device manufacturing	1,100+
NeuMoDx Molecular, Inc	In-vitro molecular diagnostic	220+
NuStep	Cardiovascular medical device manufacturing	100+
Sartorius AG	Instrumentation	90+
Mi Bioresearch (acquired by Covance)	Preclinical immuno-oncology / oncology contract research organization	85+
Lynx Dx, Inc.	Diagnostic testing, cancer	75+
Avomeen Analytical Services	Custom chemical analysis	60+
Xoran Technologies	Medical imaging technology	60+
SurgiTel	Vision-enhancement products for dental and medical professionals	55+
Enzo Life Sciences	Preclinical development research products	50+
Koppert	Biological crop protection and natural pollination	40+
Takara Bio USA	Genome DNA manipulation and analysis	35+
Swift BioSciences Inc	Genetic test kits for biological research	30+
FlexDex Inc.	Minimally invasive surgical tools	20+
Gene Codes Corp.	Bioinformatics – DNA sequence software	20+
Zomedica Pharmaceuticals Inc.	Veterinary R&D	20+
Forever Labs	Stem cell research	10+
DNA Software, Inc.	Bioinformatics – Computational biology	5+

ANN ARBOR
SPARK

Workit Health provides mobile and web apps that offer 24/7 recovery support that fits into a person's life treatment program for addiction and other mental health issues like eating disorders. It was recently announced that Workit Health will be expanding, adding over 400 jobs in the next few years.

Origin: Founders Lisa McLaughlin and Robin McIntosh are both U-M alumnae with extensive experience in startups and adaptive learning.
Location: Headquartered in Ann Arbor with multiple outpatient clinics located across six states and growing.
Employees: 100+

Startup Spotlight: Workit Health

workithealth.com

Startup ORIGINS

Startup
Origin Stories

Where do they come from?

The University of Michigan

The University of Michigan, located in Ann Arbor, is the top public research university in the country with a $1.62 billion fiscal year budget in 2020. The Office of Tech Transfer is responsible for the commercialization of U-M research discoveries. In 2020, U-M launched a record-setting 31 startups that raised nearly $237 million. A recent success is RefractionAI which builds and deploys robotic platforms for providing safe and scalable last mile goods delivery in urban areas. The company was started in 2019 by two U-M engineering professors and is currently ramping up production with the goal of having 25 robots on the road by fall 2021.

Startup
Origin Stories

Ann Arbor SPARK Entrepreneur Boot Camp

Twice a year, Ann Arbor SPARK invites a dozen development stage, pre-revenue startups to participate in Entrepreneur Boot Camp. This eight-week program based on The Lean Startup methodology is designed to guide entrepreneurs through market evaluation and validation. Seasoned entrepreneurs, angel investors, and business executives are paired with each startup. These mentors provide guidance and support while asking the tough questions and pushing the entrepreneurs out of their comfort zones. During the eight weeks, participants will either confirm their ideas or pivot to viable paths. Entrepreneur Boot Camp has supported more than 400 startups ranging in interests from fintech and insurance apps to mobility startups.
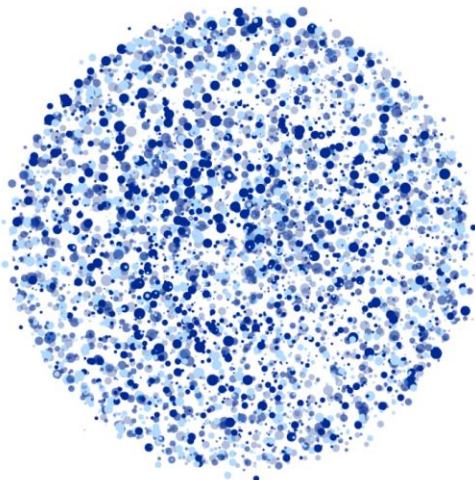
One such company is Groundspeed, a data analytics company that allows insurance brokers and carriers to leverage machine learning and AI to help structure their data. What started as a nascent idea evolved into a solid business plan as a result of participating in the 2015 Entrepreneur Boot Camp cohort. In less than five years, Groundspeed raised more than $32 million and grew to over 100 employees.

Groundspeed · Why Groundspeed · AI Platform · Use Cases · About Us · Resources · Contact · Request Demo

Enable your business with the knowledge trapped in your unstructured data

Use our advanced Rapid Fusion data pipeline to make sense of unstructured data and gain immediate insight into the real picture of risk.

Learn More >

Groundspeed

ANN ARBOR SPARK

Startup
Origin Stories

Company Spin-Outs

Duo Security founders Dug Song and Jonathan Oberheide met when Dug worked at Arbor Networks, now NETSCOUT. Arbor Networks is considered one of the founding members of Ann Arbor's startup ecosystem. Read more about the start of Duo Security here: "When internet security specialist Dug Song found out the company he worked for got hacked by a 17-year-old high school student, he didn't alert the authorities. Instead, he hired him."

Barracuda is a California-based security firm that opened an Ann Arbor office in 2007. They had acquired a startup in Pennsylvania and the team moved to Ann Arbor during the process. Eventually, the team that founded that startup began their own things in Ann Arbor, including Nutshell and Cahoots.

Censys is an outgrowth of the ZMap Project, a suite of open-source internet scanning tools developed in 2013 at U-M. While the ZMap Project tools remain freely available, Censys builds on them to provide an easy-to-use service that gathers and analyzes data automatically. Since then, the team has grown with new-to-Ann Arbor founders and several Duo Security alums.

LynxDx launched in 2015 with a focus on developing a urine test that can screen for men's prostate cancer. When the pandemic began, they saw the necessity for local testing and were one of the first approved vendors to offer free tests in Michigan. Since November 2020 their testing efforts have skyrocketed to include more entities across the city. Now LynxDx completes tests for St. Joseph Mercy Hospital and their lab processes 10,000 tests a week for the University of Michigan.

Origin: Co-founded by Yashar Niknafs, who received his PhD at U-M.
Location: MI-HQ, on the west side of Ann Arbor in Scio Township.
Employees: 75+

Startup Spotlight: LynxDx

FUNDING and OFFICE SPACE

Who Funds Startups in Ann Arbor?

Ann Arbor sustains venture capital activity at 10.9 times the national levels. The combination of funding sources for startups come from friends and family, angel investors, and venture capital funds, as well as federal grants and good old-fashioned bootstrapping.

Ann Arbor SPARK administers capital programs with support from state and local stakeholders. These programs fill an important funding gap by investing in very early-stage companies across the state that are not yet primed for venture and other sources of capital. The Pre-Seed Capital Fund made investments between 2007 and 2014 and continues to reinvest returns. The Michigan Angel Fund (MAF) is a for-profit, pooled, and professionally managed equity fund which focuses on near- or at-revenue Michigan-based tech companies with the ability to acquire customers, expand markets, and grow the company. MAF is the largest angel organization in Michigan with 140 members and 32 companies in its portfolio. As of 2020, MAF invested a combined $18.5 million (between the fund and members) into 32 Michigan-based companies with 483 employees. These companies attracted $320 million in funding to the state. Here's a look at the angel investment activity in Michigan.

The Michigan Venture Capital Association puts out a landscape guide every year outlining the funds and support organizations to support early-stage companies.

Case Study: Duo Security

Homegrown cybersecurity company Duo Security was recently acquired by Cisco for $2.35 billion. How have they grown such a successful business in Ann Arbor?

Duo is incredibly active in the tech ecosystem in Ann Arbor, participating and often spearheading events like Tech Homecoming, Tech Talk, and Tech Trek, and taking leadership roles at A2 New Tech Meetup and U-M Startup Career Fair.

2009

When internet security specialist Dug Song found out the company he worked for got hacked by a 17-year-old high school student, he didn't alert the authorities. Instead, he hired him. Song and high schooler-turned-hacker Jon Oberheide eventually co-founded an information security company called Duo Security. Song left his cushy job as Chief Security Architect at local company Arbor Networks, but it was clear even in the first few years that Duo was going somewhere with its two-factor authentication solution. Their first location was the Tech Brewery, a local coworking space for startups, which they soon outgrew. Eventually they took some office space in downtown Ann Arbor, eventually taking the whole building, and then added another building down the street. By early 2018, Duo had more than 400 employees at its headquarters in Ann Arbor, along with offices in Austin, TX, San Mateo, CA, and London, UK.

2018

In August 2018, after nine years of operation in downtown Ann Arbor, Cisco Systems Inc. announced it had agreed to pay $2.35 billion for the startup, beefing up the networking company's software offerings. Co-founder and CEO Dug Song continues leading Duo as its general manager and will join Cisco's networking and security business led by EVP and GM David Goeckeler. Cisco in a statement said they value Michigan's "resources, rich talent pool, and infrastructure," and remain committed to Duo's investment and presence in the Great Lakes State.

"Duo, founded in 2009, was a rare unicorn of the Midwest, with its headquarters in the college town of Ann Arbor, Mich. Cisco will maintain the team there, said Goeckeler, adding, 'Dug's built a great team in Ann Arbor.'"
-Cisco Security executive David Goeckleler in an interview with MarketWatch

ANN ARBOR SPARK

Co-Working in Ann Arbor

+ Ann Arbor has the most startups per capita in the Midwest. While the downtown tech corridor can quickly reflect this density, the entire region is recognized as a desirable destination to establish and grow businesses.

Incubators, Accelerators, and Coworking

Ann Arbor has multiple programs and resource centers dedicated to helping entrepreneurs succeed. Ann Arbor SPARK offers its entrepreneurial-focused programs at two locations — one in downtown Ann Arbor and the other in the neighboring city of Ypsilanti. Referred to as the Ann Arbor SPARK Regional Incubator Network, the two locations serve as startup incubators, business accelerators, coworking spaces, and event venues. The SPARK Central Innovation Center is based in Ann Arbor and is the heart of the entrepreneurial ecosystem for the region, occupying three floors of a building on a major downtown corridor. The SPARK East Innovation Center is located in downtown Ypsilanti and recently underwent a major renovation, updating many of the amenities and modernizing the space.

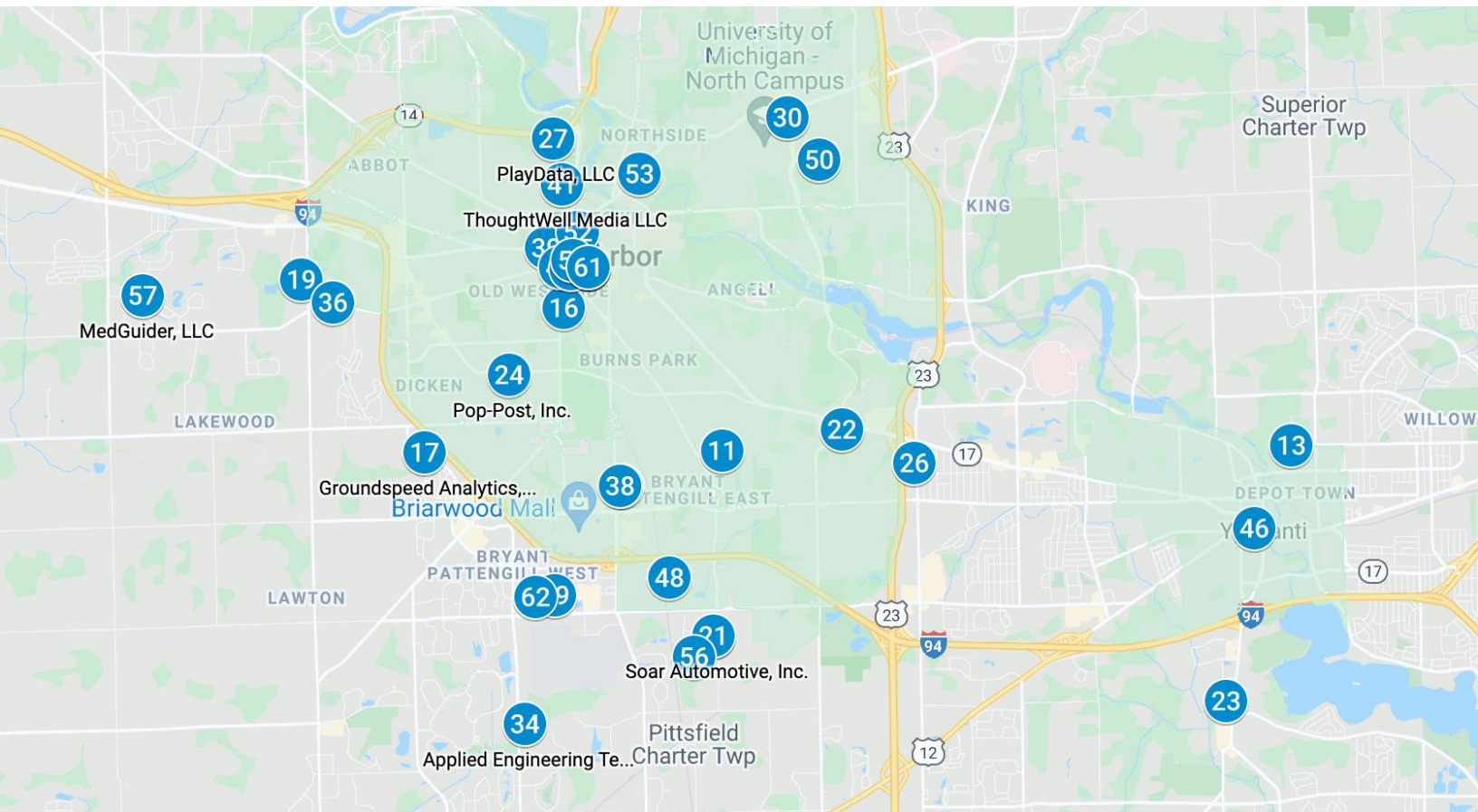Other area coworking hubs and business accelerators include:
- A2 Startup Garage: Started by the same brilliant minds that founded Menlo Innovations.
- Cahoots: A premium coworking space with luxe amenities anchored by Nutshell.
- Desai Accelerator: Created as a joint initiative between the Zell Lurie Institute for Entrepreneurial Studies at Michigan Ross and the Center for Entrepreneurship at the College of Engineering at the University of Michigan.
- Tech Brewery: The coworking space that launched Duo Security.

Here is a complete list of the Ann Arbor region's incubators, accelerators, and coworking spaces, including map.

Where do Startups Locate in Ann Arbor?

Sure, there are plenty of coworking spaces, incubators, and accelerators, but when a company is ready for dedicated office space, where do they go?

Ann Arbor SPARK keeps track of companies we serve and where they grow. While not an exhaustive list, it gives an idea of the possibilities available to companies in every stage of growth.
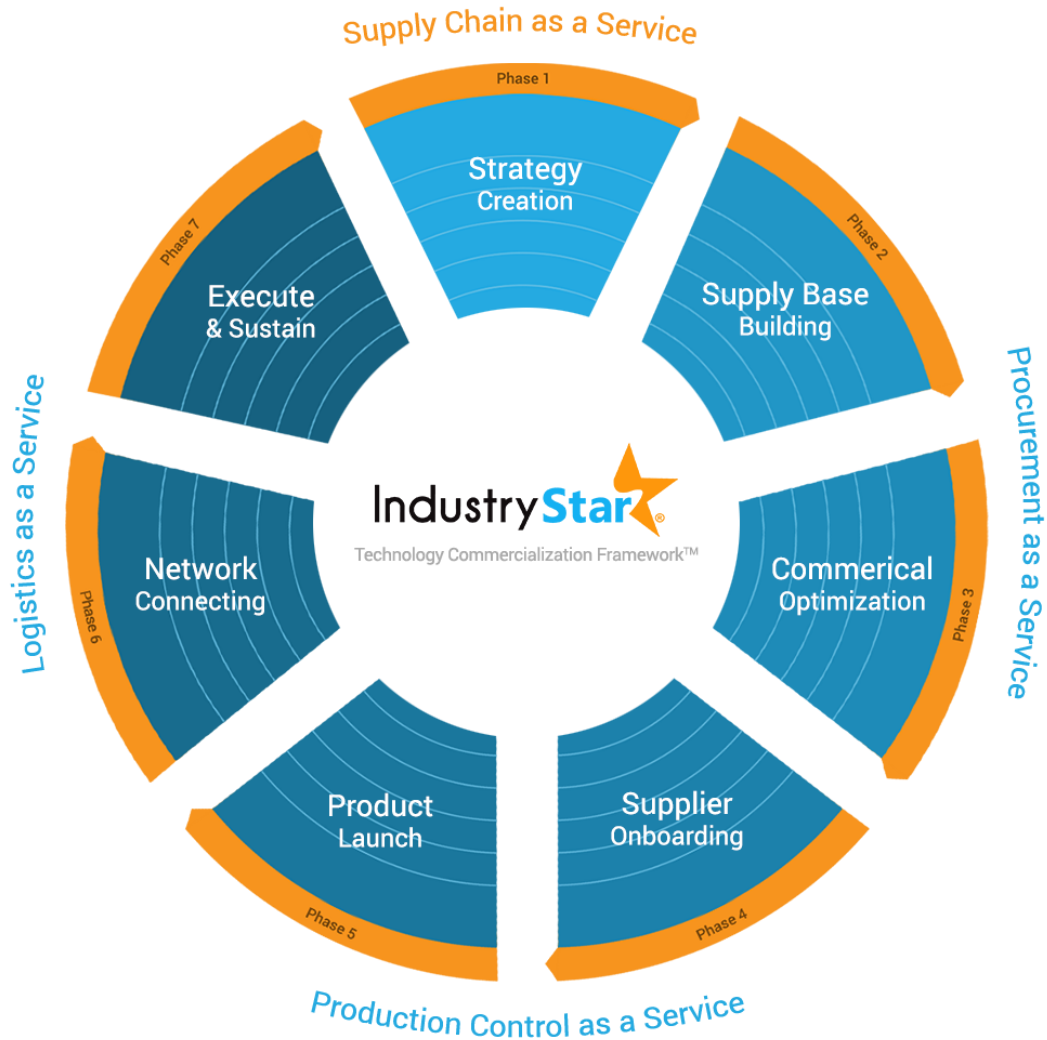

SPARK keeps track of companies served via an annual survey. Most remain in Washtenaw and Livingston counties or the wider state of Michigan, but some do move out of state. View an interactive version of this map here.

ANN ARBOR SPARK

IndustryStar Solutions is an on-demand supply chain services and software technology startup that reduces the cost, time, and risk of new product launches. After years of steady success, the two-time FastTrack awardee continues to grow with new space in Ann Arbor and adding key people to their team.

Origin: Founded by William Crane after graduating from U-M Ross School of Business.
Location: Graduated from SPARK Central incubator to space just south of Ann Arbor, in Pittsfield Township.
Employees: 10+

Startup Spotlight: IndustryStar

industrystar.com

Support

NETWORK

Get
INVOLVED

The local tech community and universities have hosted several coder groups, hackathons, and conferences for the further development of skills and connections.

LOCAL TECH COMMUNITY NETWORKING AND EVENTS

MadeinA2
Downtown tech companies worked together to create one online space to collect information on companies, share community events and meetups, and post jobs. All information below is also included at madeina2.com.

Meetups
The meetup culture in Ann Arbor is open and flourishing. Below is a selection of meetup groups in the area. A full list of coder groups, maker groups, un/conferences, and hackathons is available online.

A2NewTech
A2 Mobility Tech
Ann Arbor FinTech Meetup
Duo Tech Talks
All Hands Active
PyData Ann Arbor
Ann Arbor Security Meetup
Coffee House Coders
tech [inclusive]
Michigan Devs

Other Ways to Get Started
- Join the Made in A2 Slack channel to meet people in the early-stage community
- Participate in a2Tech360
- Drop-in or join a coworking space to spend time with entrepreneurs and startups
- Consider sponsoring a meetup or event series
- Other reports to review:
  - SPARK Tech Sector Report
  - SPARK Mobility Sector Report
  - Ann Arbor @ Work: Talent Acquisition

a2TECH360

Ann Arbor's Weeklong Celebration of Innovation

a2TECH360

VIRTUAL & IN-PERSON EVENTS

COMMUNITY, TECHNOLOGY, & INNOVATION

SEPTEMBER 14 – 22, 2023

ORGANIZED BY

ANN ARBOR **SPARK** · ANN ARBOR-YPSILANTI **LDFA** Local Development Finance Authority

! 2023 EVENTS COMING SOON. CHECK OUT HIGHLIGHTS FROM LAST YEAR BELOW! !

a2Tech360 returns this fall with engaging events designed to highlight the contributors and influencers who enrich this vibrant, innovative community. Explore Ann Arbor's extensive tech culture through a broad spectrum of programming designed for everyone — even the general public!

More details are forthcoming, including a full line-up of our 2023 schedule of events.
Sign up for our a2Tech360 newsletter to get updates on the event schedule and registration details.

a2TECH360

DON'T MISS AN UPDATE I SUBSCRIBE HERE FOR ALERTS

Startup Ecosystem
Partners and Resources

The local ecosystem includes organizations dedicated to ensuring the success of startups — from entrepreneurs at all stages to investors and jobseekers.

Partner	Description
A2 Startup Garage	A coworking space focused on community and impact.
Ann Arbor SPARK	An economic development organization cultivating a network of business, manufacturing, and entrepreneurial excellence.
BBC Entrepreneurial Training	An organization offering research grant assistance, SBIR/STTR training and administration, and grant management
Cahoots	A coworking and dedicated office space for tech companies.
Desai Accelerator	A 10-week program for tech-enabled startups with at least one U-M graduate that provides funding, mentorship, staff, and resources.
Endeavor	An organization leading the high-impact entrepreneurship movement in Michigan and beyond.
The Entrepreneurship Center at Washtenaw Community College	In addition to many free workshops, the EC has an open coworking space available for people to work on business ideas, study, or do business research and share computer and printing resources

ANN ARBOR
SPARK

Startup Ecosystem
Partners and Resources

Partner	Description
EntryPoint	A research and engagement firm supporting the entrepreneurial community by promoting inclusion, community engagement, and education.
Fast Forward Medical Innovation	An organization offering resources and support to world-class biomedical researchers at the University of Michigan, and across the state.
Inovo Group	An innovation consulting firm helping technology-driven companies succeed at strategic innovation.
Michigan Venture Capital Association	MVCA is comprised of firms and professionals dedicated to the development, growth, and sustainability of Michigan's venture capital industry.
New Enterprise Forum	A membership organization for entrepreneurs interested in mentorship and coaching
University of Michigan Office of Tech Transfer	The University unit responsible for the commercialization of University research discoveries and reports to the U-M Office of Research. They encourage licensing and broad deployment with existing businesses and newly-formed U-M startups.
Small Business Development Center	An organization offering expert assistance at no cost to entrepreneurs looking to start or grow a business.
TechArb Student Venture Accelerator	Serves as the training ground for University of Michigan students to become entrepreneurs. Portfolio companies receive access to dedicated workspace, material support, tailored programming, and mentorship.
Techlab at Mcity	A company-in-residence program for early-stage advanced mobility companies in the connected and autonomous vehicle industry.

ANN ARBOR
SPARK

About Us

Ann Arbor SPARK

For more than 15 years, Ann Arbor SPARK has served the greater Ann Arbor region as a catalyst for economic development. We accomplish this by building awareness of the region as a destination for business and manufacturing development and growth. Our team of knowledge experts attracts, develops, strengthens, and invests in driving industries to help our communities prosper.

Economic development requires collaboration, and SPARK is committed to bringing together partners — like the Michigan Economic Development Corporation, Michigan Works!, city and municipal partners, academic institutions, and others — to support the growth of companies and the creation of jobs.

MISSION

Ann Arbor SPARK will advance the economy of the Ann Arbor region by establishing it as a desired place for innovation, business location and growth, and for talented people to live and work. The Ann Arbor region will be recognized for its academic, business, and community resources, and its collaborative culture.

annarborusa.org

Contact us

Ann Arbor SPARK
330 E Liberty St,
Ann Arbor, MI 48104

Phil Santer
SVP of Business Development, Chief of Staff
phil@annarborusa.org
(734) 527-9176

annarborusa.org